

## Message Text

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PAGE 01 BERLIN 05215 030944Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 /021 W  
-----030954Z 035813 /22  
R 021700Z FEB 77  
FM AMEMBASSY BERLIN  
TO SECSTATE WASHDC 4042  
INFO USDOC WASHDC

C O N F I D E N T I A L BERLIN 5215

USDOC FOR BEWT

E O 11652: GDS  
TAGS: EEWT, GE  
SUBJ: EMBASSY COMMENTS ON BEIL'S US/GDR ECONOMIC COMMITTEE  
PROPOSAL

REF: WARD LETTERS TO POLANSKY AND PARKER

1. IT HAS BECOME CLEAR SINCE LATE SUMMER THAT BEIL HAS HIS OWN CONCEPTION OF HOW A PRIVATE US/GDR TRADE COMMITTEE WOULD LOOK. WHILE STRESSING NON-INVOLVEMENT OF THE USG, EMBASSY HAS PASSED ON INFORMAL US VIEW, E.G. ART DOWNEY'S NOTION OF A US CHAMBER OF COMMERCE UMBRELLA WITH MODEST PERMANENT SECRETARIAT. BEIL WANTS NO SECRETARIAT AND HAS CONSISTENTLY BATTED DOWN IDEA OF US CHAMBER SPONSORSHIP. UNILATERAL DESIGNATION OF OTTMAR OF AMTEL AS CHAIRMAN OF US COMMITTEE DOES NOT, THEREFORE, SURPRISE US. INTERESTING SIDELIGHT ON ALL THIS THAT DON HAS FURTHER, FULLY BRIEFED ON BEIL'S PROPOSAL TO OTTMAR, HAS NOW MOVED FROM COMMERCE TO US CHAMBER.

2. GDR DRAFT WORK PROGRAM ITSELF IS A TYPICAL EXPOSITION OF GDR PRIORITIES AND ASPIRATIONS  
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IN US/GDR TRADE. WE BELIEVE BEIL VIEWS COMMITTEE AS A VEHICLE TO INVEIGLE US COMPANIES INTO ACCEPTING OR MARKETING INCREASED QUANTITIES OF GDR EXPORTS, TO DEEPEN CONTACTS WITH BANKS IN SUPPORT OF GDR BORROWING, AND TO FACILITATE ACQUISITION OF TECHNOLOGY. WE EXPECT BEIL WILL CONCENTRATE EFFORTS ON RECRUITING BUSINESS FIRMS WITH STRONG COMMERCIAL

INTERESTS IN GDR, MAKING PARTICIPATION IN THE US COMMITTEE A PREREQUISITE OF A CONTINUED SUCCESSFUL BUSINESS RELATIONSHIP WITH THE GDR. WE BELIEVE CORPORATION CAN PROBABLY TAKE CARE OF THEMSELVES, BUT SUPPOSE THEY AND OTTMAR WILL ALSO BE ALERT FOR SIGNS OF USG'S ATTITUDE TOWARD PROJECT. FOR EMBASSY'S PART, WE HAVE NO PREFERENCES REGARDING FORM OR ORGANIZATION. WE HAVE ARGUED TO EAST GERMANS THAT COMMITTEE SHOULD NOT APPEAR TO BE A CHOSED SOCIETY, BUT SHOULD BE OPEN TO WIDE RANGE OF FIRMS. EAST GERMANS HAVE APPARENTLY NOT TAKEN THIS ADVICE TOO SERIOUSLY, AND THEY PROBABLY UNDER-ESTIMATE US BUSINESS FIRMS' NEED FOR A LEGITIMIZING UMBRELLA OF THE SORT THE US CHAMBER WOULD PROVIDE. WE BELIEVE DEPARTMENT AND COMMERCE SHOULD TAKE TO OTTMAR IN AN EFFORT TO LEARN WHETHER PLANS AS DEVELOPED BETWEEN HIM AND BEIL APPEAR TO OFFER U.S. BUSINESS, ESPECIALLY SMALLER FIRMS, THE ACCESS TO THE GDR MARKET WHICH SUCH AN INSTITUTION SHOULD OFFER. FOLLOWING A DISCUSSION WITH OTTMAR, DEPARTMENT AND COMMERCE WOULD BE IN A POSITION TO DECIDE WHETHER TO PERMIT EVENTS TO CONTINUE TO MOVE IN DIRECTION BEIL IS PUSHING, OR WHETHER USG SHOULD EXPRESS OTHER PREFERENCES TO PARTICIPANTS. POLANSKY

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## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
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